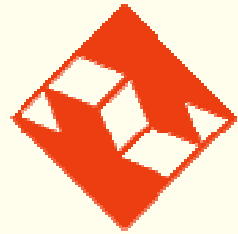


**Presentation to the Hispanic Business,
Trade and Culture Commission
Columbia, Missouri
July 18, 2008**



**Eduardo Rodrigues da Costa
American Business Fellow
Missouri Department of Economic Development**





PARTNERS *of the* AMERICAS

**PROGRESS THROUGH
PARTNERHIPS**

Who we are

- ◆ **Inspired by President John F. Kennedy, who in 1963 launched the Alliance for Progress, Partners of the Americas was founded in 1964 as the people-to people component of the Alliance for Progress.**



How we are organized

- ◆ **Each of the organization's 60 “partnerships” links a state or region of the U.S. with a state or country in Latin America or the Caribbean.**
- ◆ **A “partnership” consists of two chapters - such as Peru/Texas, Paraguay/Kansas, Sao Paulo/Illinois and Pará/Missouri.**



A Partnership: Pará - Missouri

- ◆ Each side of a partnership is organized as a private, nonprofit institution in its respective community
- ◆ Each chapter decides what projects they will carry out



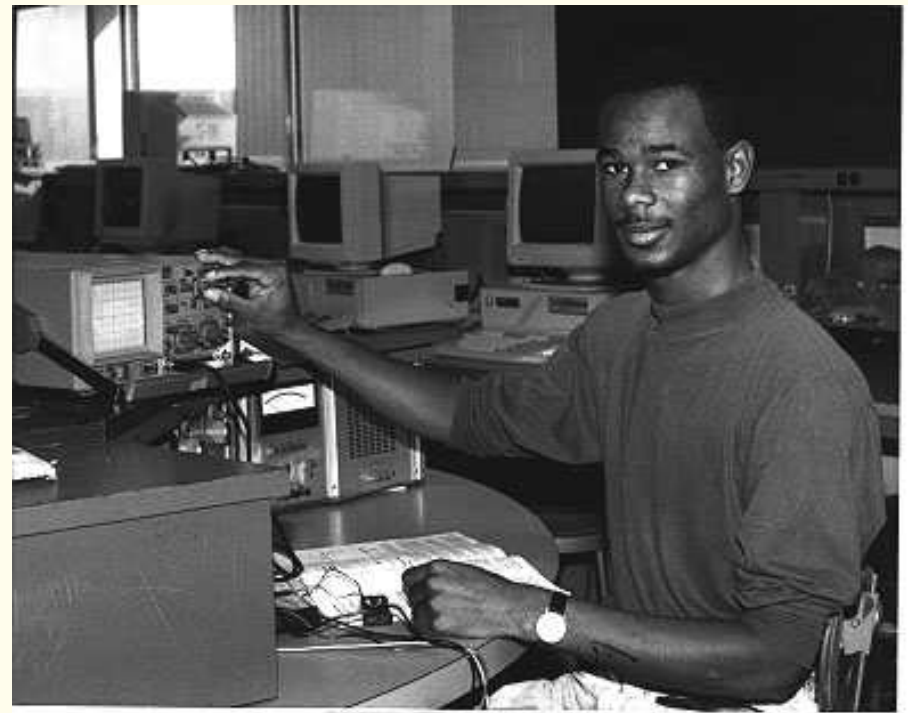
What We Do

- ◆ **Partners turns ideas into action. We envision a hemisphere in which opportunity is abundant for all and dreams are not bound by borders.**
- ◆ **Partners cultivates opportunity across borders. We do this by mobilizing volunteers and resources, creating alliances, and implementing development projects.**



Training Leaders

- ◆ **Partners identifies emerging leaders across the hemisphere; enhances their skills and provides opportunities to share information and ideas with colleagues throughout Latin America, the Caribbean and the U.S.**



Training Leaders



- ◆ **The result is an expanding network of leaders and institutions with a broader vision of their respective fields and the shared needs of the region**
- ◆ **Our efforts promote an appreciation for the cultural diversity of the hemisphere**



Our Funding Sources

- ◆ **Foundations**
- ◆ **Corporations**
- ◆ **U.S. Government Agencies – USAID,
U.S. Department of State**
- ◆ **Individuals**



Current Program Areas

- ◆ **Agriculture and Natural Resources**
- ◆ **Civil Society and Governance**
- ◆ **Exchanges and Fellowships**
- ◆ **Gender and Equality**
- ◆ **Youth and Children**



American Business Fellows Program

- ◆ **The American Business Fellows Program is an exchange program that targets the private sector and focuses on areas related to economic growth, business expansion, and job creation.**



American Business Fellows Program

- ◆ **The program offers a unique opportunity to professionals from the business sector to strengthen their technical skills, gain hands-on experience, and interact with peers throughout the Americas.**



Key Goals

- ◆ **To promote greater understanding of issues related to international business and economic growth with Latin America and the Caribbean.**
- ◆ **To forge and strengthen long-term institutional linkages between the business sectors of the U.S. and Latin America through the exchange of technical resources and expertise.**



Fellowship Areas

A representative list of the areas in which Fellows may work includes:

- ◆ **Small/medium business development**
- ◆ **Business lending practices**
- ◆ **Trade expansion**
- ◆ **Reform of regulatory policies and practices**
- ◆ **Reinsertion of the unemployed into the labor force**
- ◆ **Marketing and distribution**
- ◆ **Quality control**
- ◆ **Commercial and labor law**
- ◆ **Business management**
- ◆ **Free trade areas of the Americas**



Fellow in Missouri

◆ Who?

**Eduardo Rodrigues da Costa – Economist
for the Pará State Commerce Association**

◆ When?

June 15 – August 15, 2008

◆ Where?

**Missouri Department of Economic
Development – Jefferson City/MO**



Fellow in Missouri

◆ What?

- **Promotion of Trade Expansion**
- **Small Business Development**
- **Establishment of Sustainable Business Partnerships**



For More Information:

Partners of the Americas

1424 K Street, NW #700

Washington, DC 20005

T: 202-628-3300

F: 202-628-3306

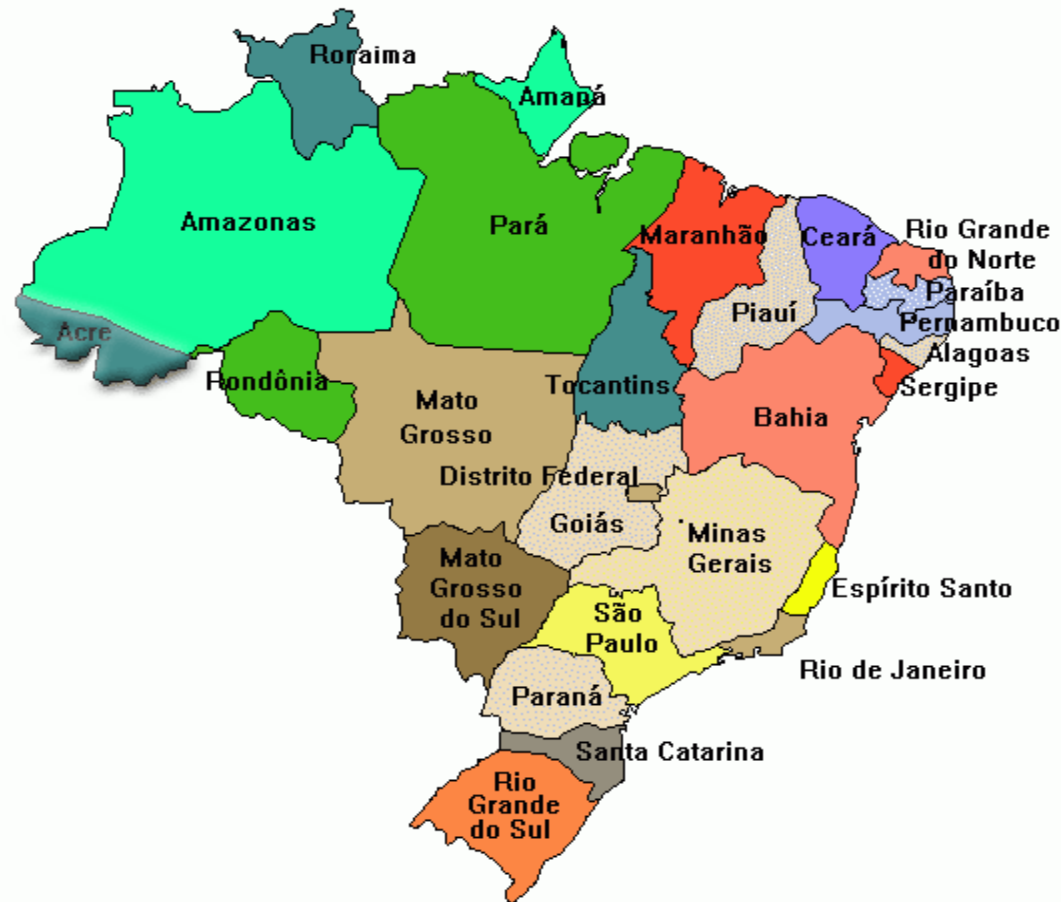
info@partners.net

www.partners.net

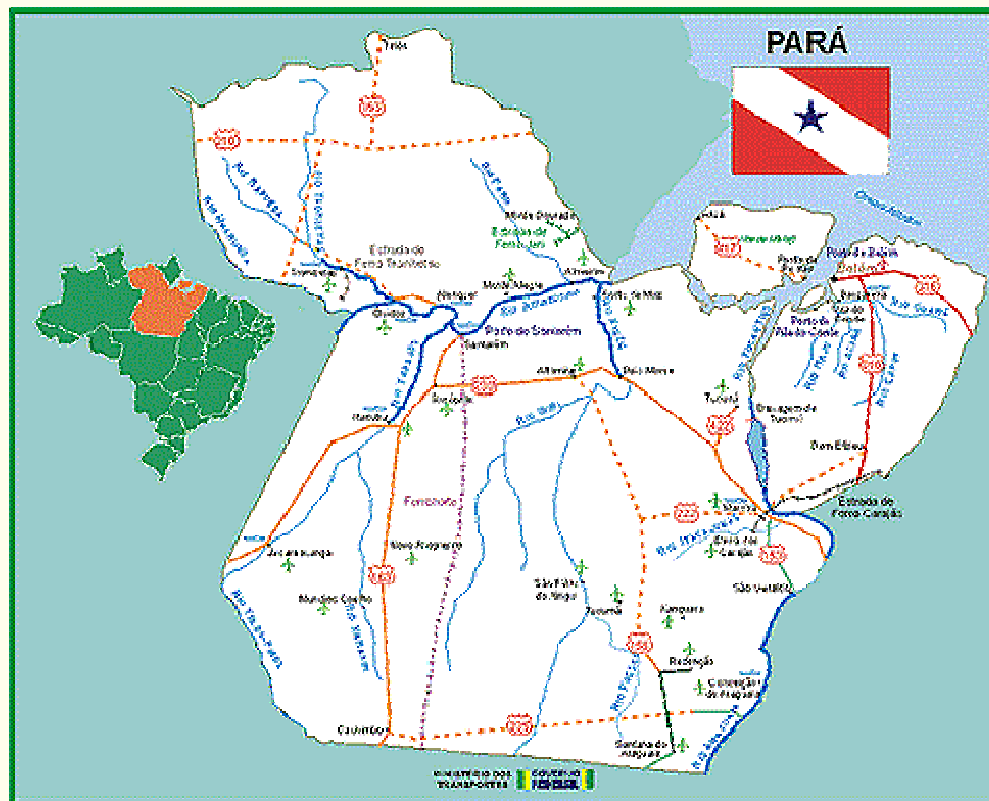


PARTNERS *of the* **AMERICAS**

The State of Pará



The State of Pará



Pará in numbers



- ◆ **Capital city: Belém**
- ◆ **Land area: 1,25 million km² (15% BR)**
- ◆ **Population: 6+ million (4% of BR)**
- ◆ **Municipalities: 143**
- ◆ **Highway network: 12,000 km**
- ◆ **Productive land: 50 million hectares**
- ◆ **Preserved land: 41 million hectares**
- ◆ **Waterways, rivers, lakes: 21,000 km²**



Pará in numbers

- ◆ **Largest mineral region in the world**
- ◆ **Second largest ore producer**
- ◆ **Exports 80% of the wood in Brazil**
- ◆ **The fifth in Brazil in cattle raising**
- ◆ **Most important palm oil producer**
- ◆ **Largest potential for soybean production in Brazil**
- ◆ **Fifth in production and consumption of industrial energy**
- ◆ **Seventh in export business**
- ◆ **Fifth in the trade balance**



Economy - GDP

- ◆ **1985 : \$ 9.3 billion**
- ◆ **1990 : \$ 13.2 billion**
- ◆ **1995 : \$ 14.1 billion**
- ◆ **2000 : \$ 16.5 billion**
- ◆ **2005 : \$ 24.5 billion**



Economy

- ◆ **Total exports (2007): \$ 8 billion**
- ◆ **Total imports (2007): \$ 640 million**



Pará's International Export Destinations (2007)

USA: \$ 1.1 billion 13.6%
Japan: \$ 1 billion 13.4%
China: \$ 900 million 11%
Belgium: \$ 500 million 6.2%
Canada: \$ 457 million 5.8%
Norway: \$ 420 million 5.3%
Germany: \$ 412 million 5.2%
France: \$ 377 million 4.7%
Others: \$ 2.8 billion 35%
2007 - \$ 8 billion 100%



Pará's Top Export Products (2007)

- ◆ **Iron ore: \$ 2.3 billion**
- ◆ **Aluminum: \$ 1.2 billion**
- ◆ **Alumina: \$ 1.1 billion**
- ◆ **Wood: \$ 793 million**
- ◆ **Copper: \$ 584 million**
- ◆ **Steel: \$ 550 million**
- ◆ **Kaolin: \$ 301 million**
- ◆ **Live cattle: \$ 255 million**
- ◆ **Bauxite: \$ 187 million**
- ◆ **Manganese: \$ 106 million**



Pará's International Import Sources (2007)

- ◆ **USA: \$ 260 million 40%**
 - ◆ **China: \$ 42 million 7%**
 - ◆ **Germany: \$ 38 million 6%**
 - ◆ **Argentina: \$ 30 million 5%**
 - ◆ **Canada: \$ 22 million 3%**
 - ◆ **Others: \$ 248 million 39%**
- 2007 - \$ 640 million 100%**



Pará's Top Import Products (2007)

- ◆ **Machinery (mining): \$ 222 million**
 - ◆ **Vehicles and tractors: \$ 117 million**
 - ◆ **Chemical products: \$ 101 million**
 - ◆ **Fuel (gas, diesel): \$ 57 million**
 - ◆ **Wheat: \$ 17 million**
 - ◆ **Others: \$ 126 million**
- 2007 - \$ 640 million**



Investment Opportunities

1 – Wood industry

MADENORTE

2 – Non-wood forest industry

JURUA, CHAMMA, SERFATY, GUYNE,

3 – Fruit industry

SUCASA

4 – Construction industry

STATUS

5 – Tourism

BELEM, MARAJO ISLAND



Websites

www.ibge.com.br

www.acp.com.br

www.fiepa.org.br

www.sagri.pa.gov.br

www.paratur.pa.gov.br

Thank you!

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PARTNERS *of the* **AMERICAS**